Agenda

- Overview of PEO EIS
- OTSD Mission and Organization
- Spotlights
  - Contracting Support Function
  - Foreign Military Sales
- Wrap Up and Questions
PEO EIS Mission

Enable information dominance by developing, acquiring, integrating, and deploying Enterprise-wide, network-centric information management and communications to meet the Army’s current and future mission requirements.

PEO EIS Vision
Rapidly deliver cost-effective, easy-to-use, IT-based capabilities to the Army Enterprise.
PEO EIS is responsible for implementing enterprise infrastructure, backbone communications, business, and biometrics IT systems.

- Enabling Soldier readiness and agility through development, acquisition and fielding of critical Army business information systems.

- Leading Army technology modernization in personnel, equipment, installations, medical, communications and computer infrastructure

- Managing 29% of the Army’s IT budget – $3.32* billion annually

*Based on FY12 spending data

We support every Soldier, every day, everywhere
Our systems drive Soldier readiness and equip our forces every step of the way.
PEO EIS Programs by Functional Areas

Finance
GFEBS, ACWS

Logistics
AESIP, GCSS-Army, LMP, AMIS

Communications
DCATS, DWTS, LMR, VIS, WESS, I3C2, I3MP, P2E

Human Capital
IPPS-A, AHRS, DLS, FMS, HR Solutions, MC4, RCAS

Enterprise Services
AcqBusiness, ALTESS, AKO, CHESS, EE, ES

Biometrics
DoD Biometrics, BEC, JPI
The Foundation of the Army Enterprise
Operations & Theater Support Directorate

Director
Jim Kline, 703-806-0500
Deputy Director
James Gatewood, 703-806-1006

Executive Assistant
Betty Whitmore
703-806-3889

Jim Gatewood
703-806-1006

Foreign Military Sales
Janusz Kaczmarek
DSN 314-430-8104

Procurement Assistance Division
Dirk Robinson, 703-806-3895

Services & Operations Support Division
EJ Wasikowski, 703-806-3641

Theater & Logistics Division
Samuel Massenberg
703-806-3292

- Case (project) Tracking
- Funding management
- Interface with external parties - CECOM, ASA(ALT), DoD

- Contracting Assistance
- SCAR Coordination
- Intervention with ACC
- Procurement/Contracting Planning
- Policy/Advisories
- SME
- VCE functional mgmt
- GPC management

- Facilities operations and maintenance
- Property management
- Office Space management
- Clearance processing
- Security advisories and policies
- Security investigations for PEO EIS employees
- Visitor access and control of PEO EIS HQs facilities
- Key Control
- Emergency Notification System

- Coordinate SWA Theater LNO operations in support of PM/PD missions
- Administer OCONUS deployed personnel accountability system - Synchronized Pre-deployment Operational Tracker (SPOT)
- Specialized logistical support for PM deployment & sustainment operations
- Common operating picture knowledge base for PM/PD
OTSD Ideals and Philosophy

Leadership Philosophy.wmv
The captain wants to go water skiing...
Area Spotlights

- Contracting Support
- Foreign Military Sales
Contracting Support to the PEO
Procurement Assistance Division

- No warranted Contracting Officers – consultant to the process
  - Former KOs
  - Advisors
  - Avoid C2 critical path

- Manpower strength – gone from 16 to 6 in 2 years

- We don’t eat our own dog food (very much)
  - PMSS/2/3
  - Small contracts for Visitor Access Control, Admin/Logistics/facilities support
  - FMS case contracts
    - Through vehicles you are familiar with
    - Delivered by companies similar/identical to those in this room

- Contracting Process Assistance
• Transition from ACC-NCR to ACC-RI and ACC-NJ
• Virtual Contracting Enterprise (VCE) implementation management
• Service Contract Approval Request (SCAR) management
• Assisting the PMs navigate the contracting process
Procurement Timeline

Full and Open Procurement Timeline

Acquisition Planning Phase
- User/Field Requirement
- Market Research/RFP
- Defining & Documenting Requirements
  - Draft Documents (IPWS) – Post for Industry Comment (if necessary)
  - KO & PMO Agree on Requirements Package & Acquisition Strategy/ASSP
  - PM Review & Approval
- Final ARP to Contracting Activity, signed

1 - 6 months

Contracting Agency Approval Phase
- Milestone Decision Authorities (MDA) Review
- Crik for Excluded Parties
- Peer Review/Solicitation Review Board (includes Legal, Policy and SSA)
- Incorporate Q&As and Develop Final Solicitation
- Receive/Respond to Draft Solicitation Questions
- Synopses of Draft Solicitation
- Finalize Draft Solicitation
- Documents for ACC Approval

3 - 8 months

RFP Release Phase
- RFP Released
- Due Diligence/Q&As
- Amend RFP and Release (if necessary)
- Receive Proposals

2 - 3 months

Evaluation & Selection Phase
- Discussions – Issue IFNs
- Initial Competitive Range Determined (optional)
- Source Selection Decision Memorandum
- Request for Final Proposal Revision
- Brief SSAC and SSA
- Brief SSAC and SSA
- Brief SSAC and SSA
- Initial Evaluation and Report and Create IFNs
- Interim Evaluation and Report
- Final Evaluation and Reports
- SSEB Convenes and Evaluation Commences
- Source Selection Decision
- Notice to Proceed

3 - 6 months

Post-Selection Activities Phase
- Contract Award Documents
- Peer Review/Contract Review Board
- Congressional Notification
- Award Notification to Successful Offeror
- Award Execution
- Notification of Award to Unsuccessful Offerors
- Debrief
- Notices and Resolutions
- Notice to Proceed

1 month
Foreign Military Sales/Security Cooperation and Assistance

2 Broad Mission Areas

– Foreign Military Sales to Host Nations
  • Unique and customized IT systems and solutions
  • To date, very limited repeatable end-item production
  • Customized mix of diverse skill sets required throughout each case’s life-cycle

– Consultation with the PMs regarding interaction with coalition partners

• Providing the entire range of acquisition, program execution (including software development), and life-cycle support activities
From AR 12-1 - Security Assistance, Training, and Export Policy

2-2. Assistant Secretary of the Army (Acquisition, Logistics, and Technology)
Within the Army, the ASA (ALT) is assigned responsibility for all matters and policy related to security assistance, armaments cooperation, International Cooperative Research, Development, and Acquisition), and export control programs.

2-17. Program executive officer and program manager
The program executive officer (PEO) and PM will –
   a. Support the security assistance community in the development and execution of approved FMS cases.
   
   “FMS includes government-to-government sales of defense articles or defense services, from DoD stocks or through new procurements under DoD-managed contracts, regardless of the source of financing. “

From SC-FAM: Security Cooperation Familiarization Course provided by the Defense Institute of Security Assistance Management:

“In general, the Arms Export Control Act authorizes two ways a country or international organization can purchase U.S. defense articles, services, or training. The first method is FMS through a government-to-government contract or the FMS Letter of Acceptance case. This FMS case can be filled by sale from US stock, a USG purchase from industry, or by providing credit to fill the requirement, either by sale from stock or by purchase from industry. . .“
## Active FMS Cases

<table>
<thead>
<tr>
<th>Country</th>
<th>Case Description</th>
<th>Est. Life-cycle Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kuwait</td>
<td>Joint Intelligence Center</td>
<td>$7,455,133</td>
</tr>
<tr>
<td>Jordan</td>
<td>Jordan e-Army Upgrade</td>
<td>$3,100,000</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>Logistics Information System</td>
<td>$1,900,000</td>
</tr>
<tr>
<td>Egypt</td>
<td>Vehicle Intercom System</td>
<td>$209,000</td>
</tr>
<tr>
<td>Macedonia</td>
<td>Logistics Asset Management System</td>
<td>5,400,000</td>
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<tr>
<td><strong>Active Cases Total</strong></td>
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<td><strong>$18,064,133</strong></td>
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<tr>
<th>Country</th>
<th>Case Description</th>
<th>Est. Life-cycle Cost</th>
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<tbody>
<tr>
<td>Bosnia-Herzegovina</td>
<td>Site survey for MoD Operations Center system upgrades</td>
<td>$140,000</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>Personnel Management System, Phase 3</td>
<td>$1,300,000</td>
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<tr>
<td>Romania</td>
<td>Secure Data Management System Phase 2</td>
<td>$4,300,000</td>
</tr>
<tr>
<td>Colombia</td>
<td>Colombian Military Intelligence Fusion Cell</td>
<td>$4,150,000</td>
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<tr>
<td><strong>Active Cases Pending Closure Total</strong></td>
<td></td>
<td><strong>$9,890,000</strong></td>
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<tr>
<td>Pre-LOR/LORs</td>
<td>Country</td>
<td>Description</td>
</tr>
<tr>
<td>--------------</td>
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<td>------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>LOR Response</td>
<td>Iraq</td>
<td>DWTS - Automated networking support of AH-64 lease / sale</td>
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<tr>
<td>Pre-LOR</td>
<td>Macedonia</td>
<td>IT system in support of Enterprise needs of deployable hospital</td>
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<tr>
<td></td>
<td>Jordan</td>
<td>Cyber Security enhancement of National Security Network</td>
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<td></td>
<td>United Kingdom</td>
<td>Biometrics Equipment and Services</td>
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<td>Australia</td>
<td>Biometrics Equipment and Services</td>
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<tr>
<td></td>
<td>Sweden</td>
<td>Medical Communications for Combat Casualty Care (MC4)</td>
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<tr>
<td></td>
<td>Ethiopia</td>
<td>Campus Area Network</td>
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Foreign Military Sales Process

1. Request from host nation (Letter of Request (LOR))
2. Proposal to host nation (Letter of Offer and Acceptance (LOA))
3. LOA signed is the contract between US and host nation
4. Funding in place
5. Delivery/development

• Provisos:
  • Interest in a specific existing capability – i.e. range management module
  • Not necessarily a thing or system in existence – i.e. capability that has some log capabilities (GCSS-A) with some finance capability (GFEBS) with some medical capabilities (MC4)
Case Load Trends

Number of FMS cases by FY

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Number of Cases</th>
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<tbody>
<tr>
<td>FY 11</td>
<td>8</td>
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<tr>
<td>FY 12</td>
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<td>FY 13</td>
<td>12</td>
</tr>
<tr>
<td>FY 14</td>
<td>13</td>
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</tbody>
</table>
What picture won the Academy Award for Best Picture in 1959?
Thank you

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